

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 TRSE-00 /020 W

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R 130730Z FEB 76

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 6629

USDOC WASHDC

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E.O. 11652: N/A

TAGS: EEWT, RO

SUBJ: US-ROMANIAN JOINT COMMISSION: COOPERATION IN THIRD
MARKETS

REF: STATE 025300

1. EMBOFF MET WITH MINISTRY OF FOREIGN TRADE COOPERATION
DEPARTMENT OFFICIALS NICA AND CIUBOTARU FEBRUARY 12 FOR
DISCUSSION OF THE PROPOSED EXPERTS MEETING
ON COOPERATION IN THIRD MARKETS. MFT OFFICIALS ACCEPTED
BEWT'S VIEWS (REFTEL) IN GOOD GRACE AND WILL SEEK TO
SUPPLY MORE DETAILS ON SPECIFIC PROJECTS, ALTHOUGH THEY DID
NOT RESPOND TO SUGGESTION THAT WE DISCUSS GOR COOPERATION
WITH OTHER PARTNERS IN THIRD COUNTRIES. THEY ALSO ACCEPTED
US PREFERENCE FOR CALLING AN "EXPERTS MEETING" RATHER THAN
A WORKING GROUP, AND WERE NOT CONCERNED ABOUT LEVEL OF CHAIR-
MANSHIP. THEY THOUGHT THAT PERHAPS (SPEAKING WITHOUT CLEARANCE
OF THEIR SUPERIORS) 3 OR 4 ROMANIAN SPECIALISTS WOULD TRAVEL
TO WASHINGTON, AND THAT USG COULD LIMIT PARTICIPATION TO
WORKING LEVEL.

2. MFT OFFICIALS SUGGESTED THAT IN VIEW OF BEWT'S COMMENTS
MEETING SHOULD PERHAPS FOCUS ON RELATIVELY SMALL NUMBER OF
CONCRETE CASES--PROBABLY INCLUDING THOSE FOUR CASES RAISED
MORE BRIEFLY LAST YEAR IN WASHINGTON. THEY PROMISED TO
PROVIDE SPECIFIC DATA TO EMBASSY FOR FURTHER DISCUSSION.
FROM THESE SPECIFIC CASES WASHINGTON MEETING COULD TACKLE
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QUESTIONS OF GOVERNMENT POLICY WHICH MIGHT ASSIST OR CREATE

OBSTACLES FOR COOPERATION IN THIRD COUNTRIES. CIUBOTARU OFFERED HIS OWN VIEW THAT PERHAPS INDUSTRY REPRESENTATIVES COULD ALSO BE INVITED TO PARTICIPATE WHEN CASES WERE OF SPECIFIC INTEREST TO THEM.

3. EMBOFF REPLIED TO CIUBOTARU THAT USDOC'S COMMENTS ON GOR AGENDA WERE BASED ON PRESUMPTION THAT IT WOULD BE AN INTERGOVERNMENTAL MEETING WITHOUT REPS OF FIRMS. EMBOFF ACKNOWLEDGED THAT IN DISCUSSING POSSIBLE FUTURE PROJECTS, PERHAPS INDUSTRY REPS COULD ADD REALISM TO THE MEETING, BUT THAT THEY MIGHT NOT WELCOME DISCUSSIONS OF CASES IN WHICH THEY WERE ALREADY INVOLVED. EMBOFF AGREED TO PASS ALONG CIUBOTARU'S SUGGESTION IN ANY CASE, SUGGESTING THAT IF USDOC APPROVED, PERHAPS DOOR COULD BE LEFT OPEN FOR INDUSTRY ATTENDANCE IF SPECIFIC FIRMS TURNED OUT TO BE INTERESTED. EMBOFF STRESSED POINT MADE REFTEL THAT USG WOULD NEED HELP FROM GOR IN OUTLINING TO US FIRMS WHAT THEIR INTEREST WOULD BE IN SEEKING COOPERATION WITH ROMANIA, AND ILLUSTRATED IT WITH EXAMPLES OF DOMESTIC ROMANIAN PROJECTS WHICH HAD BEEN SUCCESSFUL AND UNSUCCESSFUL IN OBTAINING AMERICAN INTEREST IN BIDDING.

4. COMMENT: MFT SEEMS TO BE GRADUALLY FOCUSSED ON HOW TO PREPARE FOR EXPERTS MEETING. MEANWHILE, EMBASSY HAS HEARD OF INTEREST OF AT LEAST ONE U.S. PETROCHEMICAL FIRM IN ROMANIAN ENGINEERING SERVICES AND STANDARD EQUIPMENT SUPPLY, ALONG LINES DEVELOPED BY UOP IN REFINERIES FOR PAKISTAN, SYRIA AND YUGOSLAVIA, TO WHICH US FIRM WOULD SUPPLY LICENSE, TECHNOLOGY, SUPERVISION AND KEY EQUIPMENT. MFT INTEREST SO FAR SEEMS TO EXTEND MORE TOWARD DEVELOPMENT OF RAW MATERIALS IN THIRD COUNTRIES--ALTHOUGH THEY POINTEDLY DO NOT EXCLUDE MANUFACTURING. BARNES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: NONALIGNED NATIONS, MEETING AGENDA, INTERGOVERNMENTAL COOPERATION
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BUCHAR00806
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760055-0405
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760252/aaaabtle.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 25300
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAY 2004 by woolflhd>; APPROVED <01 JUL 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: US-ROMANIAN JOINT COMMISSION: COOPERATION IN THIRD MARKETS
TAGS: EEWT, RO, US
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006